

INSTANT EXPERT / FSD CENSUS

Contractor 'Growth' Reflects Economy

GROWTH SPURTS

Although the average growth of the 43 contractors in our census was 1.1%, a few companies reported double-digit growth rates. The largest revenue increases, among companies with \$50 million or more in sales:

UNIDINE **50%**

OVATIONS **27%**

THOMAS CUISINE **24%**

PARKHURST **12%**

CONTRACT CENSUS HIGHLIGHTS

Overall, the 43 established companies in our census grew by a mere 1.1% on a volume of slightly more than \$31 million. (One company, Trusthouse Services Corp., is new.) The four largest management firms grew by .5%, the Tier 2 contractors by 4.4% and the Tier 3 companies 6.8%, excluding Trusthouse Services.

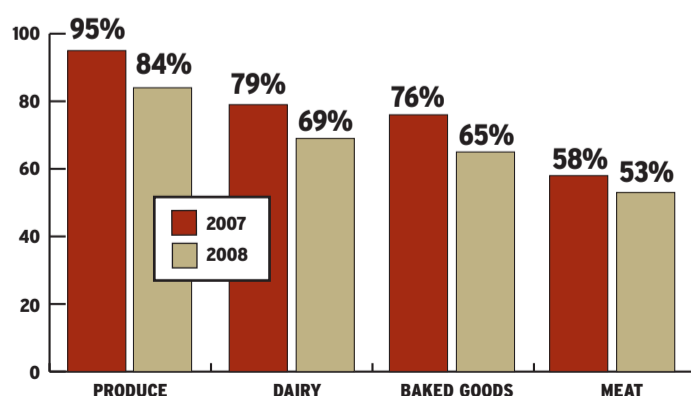
Aramark led the Tier 1 companies, reporting a revenue change of 5.8%. Conversely, Sodexo reported a 6.3% drop in revenue from 2007.

Only one contractor in our census has not eliminated trans fats from at least some products. 95% use trans fat-free frying oils; 81% use salad oils without trans fats; 56% have removed trans fats from baked goods; and 28% have eliminated trans fats from all purchased prepared foods.

Relatively few of the companies in our census offer price discounts to encourage customers to eat more healthfully. Only nine contract companies said they offer discounts in some accounts; in total, only 9% of the census's total account base are giving discounts. One company, Culinart, said discounts are offered in all its accounts.

LOCAL SOURCING BEGINS TO LAG

90% of the management companies surveyed—the same percentage as last year—say they source at least some local products. However, the percentages of particular items sourced dropped markedly in all categories. The percentages cited, compared with last year:



PERFORMANCE REPORT FOR 44 TOP CONTRACT FIRMS

CONTRACTOR (headquarters location)	2008 Volume	Total Contracts		% Revenue Change
		2008	2007	
TIER 1 (4 companies)	\$27,182,000,000	18,188	17,739	0.5
TIER 2 (9 companies)	\$2,575,200,000	2,007	1,882	4.4
TIER 3 (31 companies)	\$1,350,310,000	2,256	1,908	6.8(a)
GRAND TOTAL - 44 CONTRACTORS	\$31,107,510,000	22,451	21,529	1.4(a)
GRAND TOTAL - 43 CONTRACTORS (MATCHED SAMPLE EXCLUDING TRUSTHOUSE)	\$31,006,510,000	22,235	21,529	1.1
TIER 1: NATIONAL CONTRACTOR CHAINS				
COMPASS GROUP (Charlotte, N.C.)	\$8,900,000,000	8,670	8,121	1.1
ARAMARK (Philadelphia)	\$8,925,000,000	3,385	3,486	5.8
SODEXO (Gaithersburg, Md.)	\$7,400,000,000	6,000	6,000	-6.3
DELAWARE NORTH COMPANIES (Buffalo, N.Y.)	\$1,957,000,000	133	132	2.5
TOTALS:	\$27,182,000,000	18,188	17,739	0.5
TIER 2: MIDSIZE CONTRACTOR CHAINS				
CENTERPLATE (Spartanburg, S.C.)(b)	\$740,700,000	131	131	0.0
GUEST SERVICES (Fairfax, Va.)	\$320,000,000	106	103	0.0
GUCKENHEIMER (Redwood Shores, Calif.)	\$338,000,000	427	395	9.0
VALLEY SERVICES (Jackson, Miss.)	\$242,500,000	385	296	6.1
BOSTON CULINARY GROUP (Cambridge, Mass.)	\$226,000,000	169	165	2.7
THOMPSON HOSPITALITY (Herndon, Va.)	\$222,000,000	276	240	7.8
GOURMET SERVICES, INC. (Atlanta)	\$171,000,000	240	297	0.0
CULINART (Plainview, N.Y.)	\$150,000,000	170	168	7.1
OVATIONS (Lutz, Fla.)	\$165,000,000	103	87	26.9
TOTALS:	\$2,575,200,000	2,007	1,882	4.4
TIER 3: REGIONAL/SPECIALTY CONTRACTORS				
TRUSTHOUSE SERVICES CORP. (Charlotte, N.C.)	\$101,000,000	216	NA	NA
PARKHURST DINING SVCS (Harrisburg, Pa.)	\$101,000,000	33	37	12.2
WHITSONS FOOD SERVICE (Huntington Station, N.Y.)	\$100,700,000	163	139	9.5
LACKMANN CULINARY SVCS (Woodbury, N.Y.)	\$98,000,000	138	135	7.2
METZ & ASSOCIATES (Dallas, Pa.)	\$95,000,000	115	106	5.6
UNIDINE CORP. (Newton, Mass.)	\$82,500,000	110	94	50.0
SOUTHERN FOODSERVICE MGMT (Birmingham, Ala.)	\$69,000,000	97	93	4.5
MMI DINING SYSTEMS (Jackson, Miss.)	\$67,000,000	130	125	0.0
THOMAS CUISINE MGMT CORP (Meridian, Idaho)	\$63,000,000	55	44	23.5
TIER 3 TOTALS (all)	\$1,350,310,000	2,256	1,908	15.4
TIER 3 MATCHED SAMPLE TOTALS (excluding Trusthouse)	\$1,249,310,000	2,040	1,908	6.8

NA = Not Available

a = % based on those reporting for 2007 & 2008 (excludes Trusthouse Services)

2008 PENETRATION FOR KEY MARKET SEGMENTS

	TOTAL	Colleges	Hospitals	Long-term care	Schools	B&I	Correctional	Recreation	Military	Other
COMPASS GROUP	8,670	1,083	1,423	394	1,582	3,331	340	320	0	197
ARAMARK	3,385	486	369(b)	53(b)	400	1,315	500	250	0	65
SODEXO (b)	6,000	952	1,806	498	494	1,988	0	128	70	64
DELAWARE NORTH COMPANIES	133	0	0	0	0	7	0	90	0	36
TIER 1 TOTALS	18,188	2,521	3,598	945	2,476	6,641	840	788	70	362
TIER 2 TOTALS	2,007	91	26	27	148	750	52	639	6	268
TIER 3 TOTALS	2,259	175	108	225	486	887	35	65	7	271
GRAND TOTALS	22,454	2,787	3,732	1,197	3,110	8,278	927	1,492	83	901

b = 2007 Data

To view the complete Performance Report click on Research then Census Reports at:
FOODSERVICEDIRECTOR.COM

PERFORMANCE REPORT FOR 44 TOP CONTRACT FIRMS

CONTRACTOR (headquarters location)	2008 Volume	Total Contracts		% Revenue Change
		2008	2007	
TIER 1 (4 companies)	\$27,182,000,000	18,188	17,739	0.5
TIER 2 (9 companies)	\$2,575,200,000	2,007	1,882	4.4
TIER 3 (31 companies)	\$1,350,310,000	2,256	1,908	6.8(a)
GRAND TOTAL - 44 CONTRACTORS	\$31,107,510,000	22,451	21,529	1.4(a)
GRAND TOTAL - 43 CONTRACTORS (MATCHED SAMPLE EXCLUDING TRUSTHOUSE)	\$31,006,510,000	22,235	21,529	1.1
TIER 1: NATIONAL CONTRACTOR CHAINS				
COMPASS GROUP (Charlotte, N.C.)	\$8,900,000,000	8,670	8,121	1.1
ARAMARK (Philadelphia)	\$8,925,000,000	3,385	3,486	5.8
SODEXO (Gaithersburg, Md.)	\$7,400,000,000	6,000	6,000	-6.3
DELAWARE NORTH COMPANIES (Buffalo, N.Y.)	\$1,957,000,000	133	132	2.5
TOTALS:	\$27,182,000,000	18,188	17,739	0.5
TIER 2: MIDSIZE CONTRACTOR CHAINS				
CENTERPLATE (Spartanburg, S.C.)(b)	\$740,700,000	131	131	0.0
GUEST SERVICES (Fairfax, Va.)	\$320,000,000	106	103	0.0
GUCKENHEIMER (Redwood Shores, Calif.)	\$338,000,000	427	395	9.0
VALLEY SERVICES (Jackson, Miss.)	\$242,500,000	385	296	6.1
BOSTON CULINARY GROUP (Cambridge, Mass.)	\$226,000,000	169	165	2.7
THOMPSON HOSPITALITY (Herndon, Va.)	\$222,000,000	276	240	7.8
GOURMET SERVICES, INC. (Atlanta)	\$171,000,000	240	297	0.0
CULINART (Plainview, N.Y.)	\$150,000,000	170	168	7.1
OVATIONS (Lutz, Fla.)	\$165,000,000	103	87	26.9
TOTALS:	\$2,575,200,000	2,007	1,882	4.4
TIER 3: REGIONAL/SPECIALTY CONTRACTORS				
TRUSTHOUSE SERVICES CORP. (Charlotte, N.C.)	\$101,000,000	216	NA	NA
PARKHURST DINING SVCS (Pittsburgh)	\$101,000,000	33	37	12.2
WHITSONS FOOD SERVICE (Huntington Station, N.Y.)	\$100,700,000	163	139	9.5
LACKMANN CULINARY SVCS (Woodbury, N.Y.)	\$98,000,000	138	135	7.2
METZ & ASSOCIATES (Dallas, Pa.)	\$95,000,000	115	106	5.6
UNIDINE CORP. (Newton, Mass.)	\$82,500,000	110	94	50.0
SOUTHERN FOODSERVICE MGMT (Birmingham, Ala.)	\$69,000,000	97	93	4.5
MMI DINING SYSTEMS (Jackson, Miss.)	\$67,000,000	130	125	0.0
THOMAS CUISINE MGMT CORP (Meridian, Idaho)	\$63,000,000	55	44	23.5
CL SWANSON CORP (Madison, Wisc.)	\$55,000,000	100	113	-3.5
SANESE SERVICES (Columbus, Ohio)	\$52,000,000	115	115	0.0
CREATIVE DINING SERVICES (Zeeland, Mich.)	\$50,000,000	56	55	6.4
POMPTONIAN FOOD SERVICES (Fairfield, N.J.)	\$47,200,000	66	61	13.2
EPICUREAN FEAST (Maynard, Mass.)	\$45,000,000	106	101	2.3
PRINCE FOOD SYSTEMS (Houston, N.J.)	\$35,900,000	48	51	22.1
BROCK & CO (Malvern, Pa.)	\$35,200,000	67	67	8.0
CORPORATE CHEFS (Haverhill, Mass.)	\$35,000,000	105	105	0.0
ARBOR MANAGEMENT (Addison, Ill.)	\$32,150,000	76	NA	NA
FAME FOOD MANAGEMENT (Wakefield, Mass.)	\$25,000,000	33	30	-3.8
RESTAURANT MKTING ASSOC (Media, Pa.)	\$24,000,000	22	21	-12.7
NEXT GENERATION VENDING &				
FOOD SVC, INC (Boston)	\$20,500,000	70	74	-10.9
QUEST FOOD MANAGEMENT SVS (Glen Ellyn, Ill.)	\$18,000,000	65	59	12.5
FOOD SERVICES INC (Milwaukee)	\$15,460,000	29	31	5.9
LINTON'S MANAGED SERVICES (East Norton, Pa.)	\$15,200,000	143	73	13.0
HOST AMERICA CORP (Hamden, Conn.)	\$13,000,000	22	22	0.0
TRIPLE-A SERVICES (Romeoville, Ill.)	\$13,000,000	2	5	-16.1
METROPOLITAN FOODSERVICE (Massapequa, N.Y.)	\$13,000,000	6	6	0.0
EXPOSERVE MANAGEMENT (Tulsa, Okla.)	\$8,500,000	12	13	-35.0
CONSOLIDATED MGMT. CO (Des Moines, Iowa)	\$7,500,000	34	29	1.4
ACORN FOOD SERVICES (Newton Square, Pa.)	\$7,500,000	12	11	7.1
GOLD CHEF SRVICES, LLC (Passic, N.J.)	\$5,000,000	10	20	-50.0
TIER 3 TOTALS (all)	\$1,350,310,000	2,256	1,908	15.4
TIER 3 MATCHED SAMPLE TOTALS (excluding Trusthouse)	\$1,249,310,000	2,040	1,908	6.8

NA = Not Available